THE PEOPLE OF THE AIRLINES: ACCOMPLISHMENTS AND ASPIRATIONS

More than 500,000 strong. That's the people of the airlines. Without them our nation's economy would slow to a crawl. Millions of Americans could not make that important business or personal trip. High value, time-sensitive air cargo could not get there when needed. Overnight delivery of packages and mail between our cities simply would not exist.

Just think about trying to do business without the services that airlines and their people provide. These 500,000 men and women are justifiably proud of the job they do. And we at the Air Transport Association are proud to work with and for them.

In one sense, 1989 was a typical year for the ATA member airlines, which account for more than 90% of all public transportation between our cities. They operated 18,000 flights each day, safely and dependably, boarding more than 450 million passengers. They carried 12 billion ton miles of freight and mail, and they did it all within the growing limitations of a system ill-equipped to meet the demand. More on that later.

In another sense, 1989 was also a year when the industry faced difficult issues due to a long strike against a major carrier, and a steep rise in the cost of jet fuel. Both of these factors had a depressing effect on domestic air travel, which represents more than 80% of carrier revenue. The result was that, while several airlines had a good year financially, the industry's overall net profit was $190 million, with a net profit margin of just 0.3%, compared to 5.5% average for all U.S. industry.

While higher fuel costs continued to hurt airline earnings in 1990, air travel nonetheless increased significantly in the first half of the year. A healthy rebound in domestic travel, together with the continued strong growth in the international sector, could make 1990 an all-time record year for air travel.

The airlines are doing their part to get ready for air travel growth this year and in the future. Some 250 new jets are being delivered in 1990. They are but a fraction of the more than 2,000 new aircraft on order or option with a value of more than $100 billion. These airplanes will replace older aircraft with more efficient, quieter models, paving the way for the continued growth of air travel and a lowering of noise levels around airports.

The time is now overdue for our government to exert its leadership. Development of the National Transportation Policy by the Bush Administration was a start, but true leadership means more than proposing to raise the 8% ticket tax to 10% and legalizing local airport taxes. Our leaders *must* establish a national priority to put an end to the congestion and delays that are costing the nation, its air travelers and shippers unnecessary billions of dollars. Capacity must be expanded by developing a system and/or organization that delivers the equipment and personnel necessary to bring our air traffic control into the 21st century. We need leadership as it was practiced in the mid fifties when the interstate highway system was launched under President Eisenhower. A well thought-out plan for the development of future airports, and a national airport noise policy are other things that must be established now if we are to continue to make this great system work.

On behalf of the people of the airlines, their passengers and shippers, we at the Air Transport Association will continue working to accomplish these goals that are so important to the future of the nation.

Robert J. Aaronson
President
Air Transport Association

June, 1990

TOP 30 DOMESTIC AIRLINE MARKETS*

Passengers—Outbound plus Inbound

(Twelve Months Ended December, 1989)

1	New York	Boston	3,171,150	16	Los Angeles	Honolulu	1,408,630
2	New York	Los Angeles	3,113,880	17	New York	Atlanta	1,269,530
3	New York	Washington	2,971,540	18	New York	West Palm Beach	1,231,650
4	New York	Chicago	2,445,930	19	Chicago	Los Angeles	1,158,990
5	New York	Miami	2,200,570	20	Honolulu	Kona, Hawaii	1,110,140
6	Los Angeles	San Francisco	2,197,210	21	San Francisco	San Diego	1,108,060
7	Dallas/Ft. Worth	Houston	2,139,130	22	Chicago	St. Louis	1,049,790
8	New York	San Francisco	2,066,510	23	New York	Tampa	1,019,930
9	Honolulu	Kahului, Maui	1,986,880	24	New York	Dallas/Ft. Worth	1,014,890
10	Chicago	Detroit	1,745,290	25	Phoenix	San Diego	987,640
11	New York	Orlando	1,709,590	26	Boston	Washington	932,060
12	New York	Ft. Lauderdale	1,692,520	27	Honolulu	Hilo, Hawaii	928,380
13	Los Angeles	Phoenix	1,684,640	28	San Francisco	Honolulu	904,990
14	Honolulu	Lihue, Kauai	1,668,420	29	Dallas/Ft. Worth	San Antonio	889,080
15	New York	San Juan	1,582,740	30	Chicago	Minneapolis	879,860

*Includes all commercial airports in a metropolitan area. Does not include connecting passengers.

LEADING U.S. AIRPORTS—1989

PASSENGERS (Arriving & Departing)

Chicago O'Hare	59,130,007	Boston	22,272,690
Dallas/Ft. Worth	47,579,046	Detroit	21,495,159
Los Angeles	44,967,221	Newark	20,927,946
Atlanta	43,312,285	Phoenix	20,710,790
New York (JFK)	30,323,077	St. Louis	20,015,015
San Francisco	29,939,835	Minneapolis/St. Paul	19,400,815
Denver	27,568,033	Orlando	17,232,351
Miami	23,385,010	Pittsburgh	17,145,272
New York (LGA)	23,158,317	Las Vegas	16,684,036
Honolulu	22,617,340	Houston	16,007,355

CARGO TONS (Enplaned & Deplaned)

New York (JFK)	1,372,243	San Francisco	558,078
Los Angeles	1,130,050	Atlanta	540,749
Chicago O'Hare	958,430	Dayton	537,528
Miami	796,690	Dallas/Ft. Worth	502,212
Louisville	699,014	Newark	448,776

Source: Airport Operators Council International

Air Transport 1990

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The Annual Report of the U.S. Scheduled Airline Industry

1989 HIGHLIGHTS

TRAFFIC	1988	1989	Percent Change
Passengers Enplaned (000)	454,614	453,692	−0.2
Domestic Service	419,210	416,331	−0.7
International Service	35,404	37,361	5.5
Revenue Passenger Miles (000)	423,301,559	432,714,309	2.2
Available Seat Miles (000)	676,802,328	684,375,876	1.1
Passenger Load Factor (%)	62.5	63.2	
Aircraft Departures	6,699,564	6,621,988	−1.2
Cargo Ton Miles (000)	11,469,193	12,185,968	6.2
Freight and Express Ton Miles (000)	9,632,219	10,274,534	6.7
Mail Ton Miles (000)	1,836,974	1,911,434	4.1
Total Revenue Ton Miles (000)	53,799,650	55,457,395	3.1

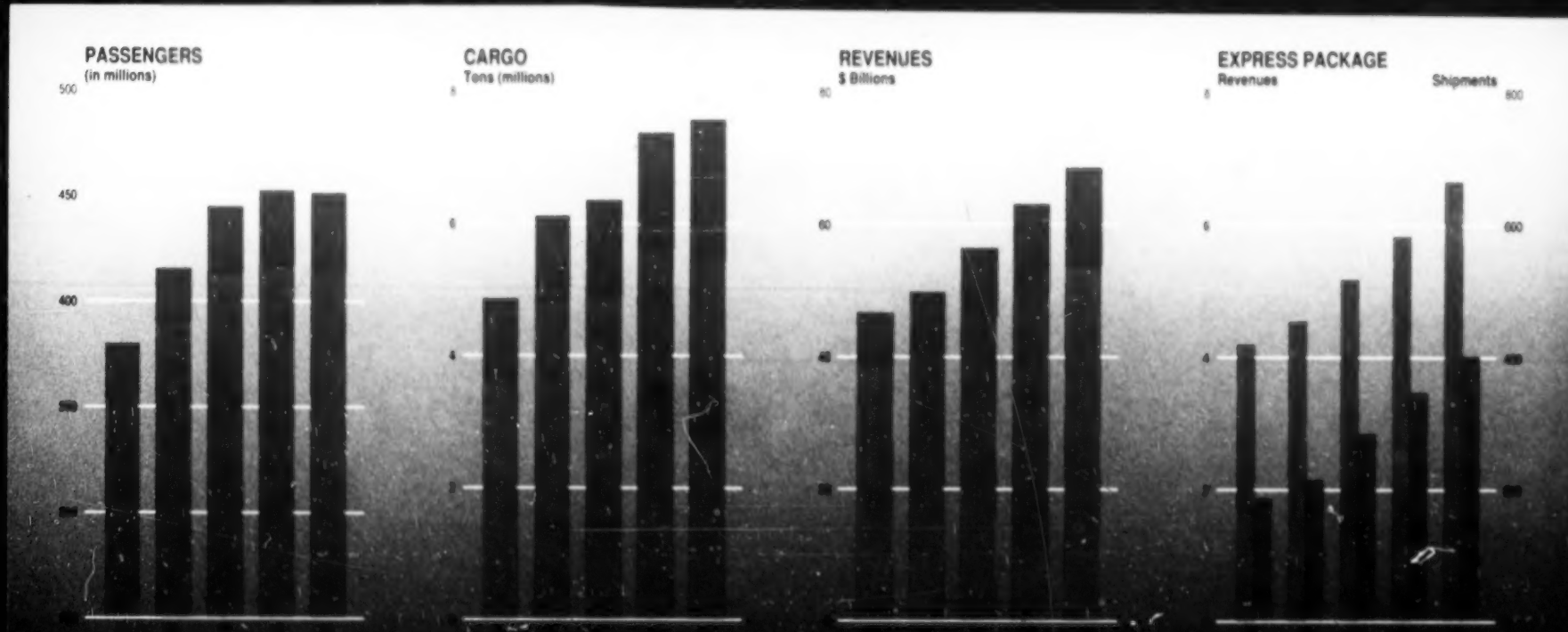
FINANCIAL	1988	1989	Percent Change
Passenger Revenue ($000)	50,295,686	53,732,693	6.8
Domestic Service ($000)	40,524,790	43,087,150	6.3
International Service ($000)	9,770,896	10,645,543	9.0
Freight and Express Revenues ($000)	7,477,731	8,862,712	18.5
Mail Revenues ($000)	971,807	955,293	−1.7
Total Operating Revenues ($000)	63,748,886	69,340,210	8.8
Total Operating Expenses ($000)	60,312,383	67,475,478	11.9
Operating Profit ($000)	3,436,503	1,864,732	−45.7
Net Profit ($000)	1,685,599	189,948	−88.7
Rate of Return on Investment (%)	10.8	6.1	
Operating Profit Margin (%)	5.4	2.7	
Net Profit Margin (%)	2.6	0.3	

1979-1989 SUMMARY

U.S. Scheduled Airlines

	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Traffic—Scheduled Service											
Revenue passengers enplaned (000)	316,683	296,903	285,976	294,102	318,638	344,683	382,022	418,946	447,678	454,614	453,692
Revenue passenger miles (000)	262,023,375	255,192,114	248,887,801	259,643,870	281,829,148	305,115,855	336,403,021	366,545,855	404,471,484	423,301,559	432,714,309
Available seat miles (000)	416,126,429	432,535,103	424,897,230	440,119,206	464,537,979	515,323,339	547,788,432	607,435,847	648,720,938	676,802,328	684,375,876
Revenue passenger load factor (%)	63.0	59.0	58.6	59.0	60.7	59.2	61.4	60.3	62.3	62.5	63.2
Average passenger trip length (miles)	827	860	870	883	884	885	881	875	903	931	954
Freight and express ton miles (000)	5,963,925	5,741,587	5,686,087	5,482,198	6,092,932	6,566,571	6,030,543	7,344,054	8,260,278	9,632,219	10,274,534
Aircraft departures	5,399,652	5,352,927	5,211,867	4,963,794	5,033,906	5,448,150	5,835,474	6,426,970	6,581,309	6,699,564	6,621,988
Financial											
Passenger revenue ($000)	22,791,390	28,048,689	30,722,629	30,549,719	32,744,618	36,939,345	39,235,809	40,056,093	44,940,39[illegible]	50,295,686	53,732,693
Freight and express revenue ($000)	2,211,321	2,431,926	2,596,850	2,437,703	2,592,567	2,859,419	2,680,715	5,627,996	6,398,1[illegible]	7,477,731	8,862,712
Mail revenue ($000)	452,021	610,996	653,996	688,675	653,129	712,070	889,575	838,278	923,022	971,807	955,293
Charter revenue ($000)	520,916	1,160,524	1,175,154	1,085,537	1,075,428	1,112,050	1,279,812	1,268,899	1,611,673	1,697,793	2,116,306
Total operating revenue ($000)	27,226,665	33,727,806	36,662,555	36,407,635	38,953,672	43,825,047	46,664,414	50,524,933	56,985,709	63,748,886	69,340,210
Total operating expense ($000)	27,027,610	33,949,421	37,117,325	37,141,070	38,643,262	41,673,536	45,238,150	49,201,832	54,516,820	[illegible]0,312,383	67,475,478
Operating profit ($000)	199,055	(221,615)	(454,770)	(733,435)	310,410	2,151,511	1,426,264	1,323,101	2,468,889	3,436,503	1,864,732
Interest expense ($000)	618,446	967,719	1,209,461	1,384,084	1,482,352	1,540,377	1,588,306	1,692,548	1,695,388	1,845,762	1,843,490
Net profit ($000)	346,845	17,414	(300,826)	(915,814)	(188,051)	824,668	862,715	(234,909)	593,398	1,685,599	189,948
Revenue per passenger mile (¢)	8.7	11.0	12.3	11.8	11.6	12.1	11.7	10.9	11.1	11.9	12.4
Rate of return on investment (%)	6.5	5.3	4.7	2.1	6.0	9.9	9.6	4.9	7.2	10.8	6.1
Operating profit margin (%)	0.7	(0.7)	(1.2)	(2.0)	0.8	4.9	3.1	2.6	4.3	5.4	2.7
Net profit margin (%)	1.3	0.1	(0.8)	(2.5)	(0.5)	1.9	1.8	(0.5)	1.0	2.6	0.3
Employees	340,696	360,517	349,864	330,495	328,648	345,079	355,113	421,686	457,349	480,553	[illegible]06,728

Note: Federal Express began reporting as a Section 401 carrier in 1986 and is included in 1986 and later years.

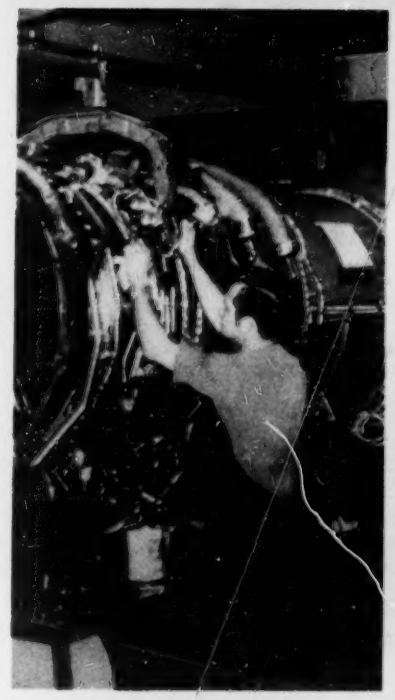

PASSENGERS
(in millions)
500
450
400
CARGO
Tons (millions)
6
4
REVENUES
$ Billions
60
40
EXPRESS PACKAGE
Revenues
Shipments
800
600

SAFETY

U.S. Air Carriers
Scheduled Service

	Departures (Millions)	Fatal Accidents	Fatalities	Fatal Accidents Per 100,000 Departures
1979	5.4	4	351	0.074
1980	5.4	0	0	0.000
1981	5.2	4	4	0.077
1982	5.0	4	234	0.060*
1983	5.0	4	15	0.079
1984	5.4	1	4	0.018
1985	5.8	4	197	0.069
1986	6.4	2	5	0.016*
1987	6.6	4	231	0.046*
1988	6.7	3	285	0.030*
1989	6.6	11	278	0.167

* Sabotage caused accidents are included in the Accidents but not in the Accident Rates.
Source: National Transportation Safety Board



INTERCITY PASSENGER TRAVEL IN THE UNITED STATES

(Passenger Miles in millions)

	1979	1988	1989
Common Carriers			
Airlines	212,700	334,200	332,500
Amtrak	4,867	5,800	6,000
Motor Buses	27,700	23,100	23,900e
Total	245,267	363,100	362,400
Air Share (%)	86.7	92.0	91.7
Private			
Automobiles	1,322,400e	1,574,400	1,634,200
Total Common Carrier and Auto	1,567,667	1,937,500	1,996,600
Common Carrier Share (%)	15.6	18.7	18.2
Air Share (%)	13.6	17.2	16.7

e = Estimate
Source: Transportation Policy Associates

OPERATING FLEET–ATA AIRLINES

As of December 31, 1989

	ALASKA	ALOHA	AMERICAN	AMERICAN TRANS AIR	BRANIFF	CONTINENTAL	DELTA	DHL	EASTERN	EVERGREEN	FEDERAL EXPRESS	HAWAIIAN	MIDWAY	NORTHWEST	PAN AMERICAN	SOUTHWEST	TWA	TRUMP SHUTTLE	UNITED	UNITED PARCEL SERVICE	USAIR	AIR CANADA	CANADIAN	TOTAL
B-747			2			8				4	20			46	35		19		34	6		6	2	182
DC-10			59			15			2		25			20					55				11	187
L-1011				10			40		14			5					33					14		116
B-767			45				30										11		19		6	21	8	140
A300			25			12			18						12									67
A310															19								12	31
DC-8										5	6	6							27	40		6		90
B-757			8				52		24					33					5	15				137
A320														6										6
B-727	28		164	8	22	94	129	10	68	11	122			71	92		69	20	140	36	44	33		1161
MD80	20		180			65	48						7	8			33				31			392
DC-9						25	36		65	9		10	44	140			48				74	35		486
B-737	7	14	11		1	94	72						10			94			149		212		60	724
F-100																					8			8
BAe 146			6																		21			27
F-28																					45			45
F-27											15													15
CV 580														10										10
DHC-7												8												8
SA-227								10												11				21
CESSNA 208											171													171
TOTALS	**55**	**14**	**500**	**18**	**23**	**313**	**407**	**20**	**191**	**29**	**359**	**29**	**61**	**334**	**158**	**94**	**213**	**20**	**429**	**108**	**441**	**115**	**93**	**4024**

TRAFFIC AND OPERATIONS DATA

U.S. Scheduled Airlines

	1988			1989		
	Domestic	International	Total	Domestic	International	Total
Passenger Traffic–Scheduled Service						
Revenue Passengers Enplaned (000)	419,210	35,404	454,614	416,331	37,361	453,692
Revenue Passenger Miles (000)	329,309,489	93,992,070	423,301,559	329,975,206	102,739,103	432,714,309
Available Seat Miles (000)	536,662,591	140,139,737	676,802,328	530,079,041	154,296,835	684,375,876
Revenue Passenger Load Factor (%)	61.4	67.1	62.5	62.3	66.6	63.2
Average Length of Haul (Miles)	786	2,655	931	793	2,750	954
Cargo Traffic (Ton Miles)–Scheduled Service						
Total (000)	6,210,052	5,259,141	11,469,193	6,330,959	5,849,180	12,180,139
Freight and Express (000)	4,842,997	4,789,222	9,632,219	4,915,736	5,358,798	10,274,534
U.S. Mail (000)	1,366,521	443,438	1,809,959	1,414,689	463,901	1,878,590
Foreign Mail (000)	534	26,481	27,015	651	32,193	32,844
Overall Traffic and Operations Data						
Total revenue ton miles–Charter service (000)	2,457,357	2,140,179	4,597,536	3,128,154	2,488,226	5,616,380
Total revenue ton miles–All services (000)	41,598,662	16,798,524	58,397,186	42,456,752	18,617,026	61,073,778
Total Available ton miles–All services (000)	78,264,976	27,107,579	105,372,555	78,922,498	30,437,933	109,360,431
Ton mile load factor–All services (%)	53.2	62.0	55.4	53.8	61.2	55.8
Revenue Aircraft Departures–Scheduled services	6,397,978	301,586	6,699,564	6,294,084	327,904	6,621,988
Revenue Aircraft Miles–Scheduled services (000)	3,603,017	537,894	4,140,911	3,590,695	602,027	4,192,722
Revenue Aircraft Hours–Scheduled services	8,801,716	1,091,564	9,893,280	8,820,959	1,224,688	10,045,647

A320

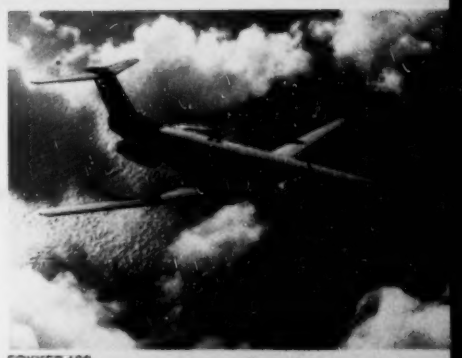
B-757

AIRCRAFT ON ORDER—ATA AIRLINES

As of December 31, 1989

Aircraft Type	Number		Firm Order Delivery Dates			
	Firm	Options	1990	1991	1992	1993 & Beyond
Airbus						
A300	10	6	2	7	1	
A320	88	212	19	14	17	38
A330	46	34				46
A340	30	10			1	29
Boeing						
B-737	360	372	68	62	44	186
B-747	28	11	10	9	3	6
B-757	221	229	48	60	51	62
B-767	58	97	12	22	7	17
Fokker						
100	97	85	12	21	17	47
McDonnell Douglas						
MD-80	174	224	64	57	19	34
MD-90	50	110				50
MD-11	22	79		12	8	2
Totals	**1184**	**1469**	**235**	**264**	**168**	**517**

The value of firm aircraft was $51.3 billion.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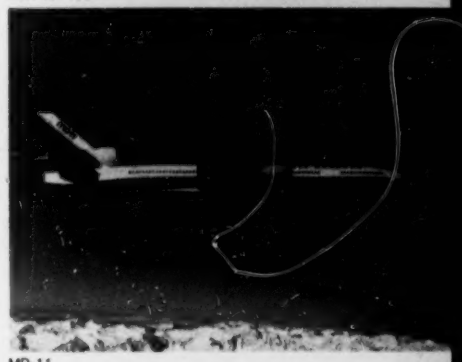
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AIR CARRIER AND GENERAL AVIATION FLEETS

	1979	1988	1989
U.S. Air Carriers*			
Total Aircraft	3,609	5,022	5,660
Turbojet	2,486	3,479	3,915
Turboprop	566	1,239	1,375
Piston	556	296	362
Rotorcraft	1	8	8
General Aviation			
Total Aircraft	210,336	217,200	210,400e
Turbojet	2,653	4,300	4,200
Turboprop	3,579	5,300	5,300
Piston	193,470	194,500	187,600
Rotorcraft	5,864	6,300	6,400
Other	4,770	6,800	6,900

* Includes scheduled, supplemental, commuter, air taxi and cargo carriers.
e Estimate
Source: Federal Aviation Administration

TOP 30 AIRLINES IN 1989*

	Passengers (000)		Revenue Passenger Miles (000)		Freight Ton Miles (000)		Total Operating Revenues (000)
1	American 72,359	1	American 73,480,582	1	Federal Express 2,511,808	1	American 9,960,947
2	Delta 68,200	2	United 69,591,003	2	Northwest 1,665,815	2	United 9,641,888
3	United 54,919	3	Delta 59,348,135	3	Flying Tiger 1,640,092	3	Delta 8,648,315
4	USAir 44,495	4	Northwest 45,663,048	4	United 1,006,579	4	Northwest 6,553,827
5	Northwest 38,627	5	Continental 38,771,729	5	Pan American 727,519	5	Federal Express 5,833,825
6	Continental 34,957	6	Trans World 35,046,235	6	American 637,956	6	Continental 4,944,226
7	Trans World 25,150	7	Pan American 29,359,723	7	Continental 520,108	7	Trans World 4,507,348
8	Southwest 20,241	8	USAir 25,132,053	8	Delta 518,793	8	USAir 4,204,661
9	Pan American 17,174	9	Eastern 11,592,456	9	Trans World 493,567	9	Pan American 3,611,853
10	Piedmont 16,657	10	Southwest 9,278,940	10	Challenge Air Cargo 108,325	10	Eastern 1,551,678
11	Eastern 14,517	11	Piedmont 8,565,386	11	Eastern 71,438	11	Southwest 1,015,124
12	America West 13,300	12	America West 7,802,119	12	USAir 56,958	12	America West 998,313
13	Hawaiian 5,277	13	Alaska 4,021,835	13	Rosenbalm 45,182	13	Alaska 794,075
14	Alaska 4,963	14	Braniff 3,654,099	14	Piedmont 41,667	14	United Parcel Service 650,378
15	Midway 4,681	15	Midway 3,485,191	15	Alaska 41,088	15	Midway 463,043
16	Braniff 4,316	16	Hawaiian 2,808,565	16	Arrow 40,600	16	Hawaiian 348,268
17	Aloha 4,002	17	Tower 1,238,620	17	Zantop 30,046	17	American Trans Air 279,103
18	Air Wisconsin 2,195	18	Aloha 533,476	18	America West 28,212	18	Evergreen 211,335
19	West Air 1,819	19	Air Wisconsin 434,262	19	Air Transport Int'l 26,647	19	Air Wisconsin 178,091
20	Horizon Air 1,587	20	American Trans Air 429,573	20	Markair 10,841	20	World 173,639
21	Trump Shuttle 880	21	Midwest Express 394,733	21	Hawaiian 9,303	21	Aloha 155,085
22	Aspen 798	22	West Air 388,879	22	Northern Air 8,917	22	Westair 146,313
23	Presidential 660	23	Air America 375,037	23	Aloha 7,964	23	Southern Air 145,599
24	Midwest Express 615	24	Horizon Air 314,650	24	Braniff 5,964	24	Tower 141,438
25	Markair 394	25	Presidential 270,142	25	Amerijet 4,001	25	Horizon 132,521
26	Tower 259	26	Aspen 189,335	26	Aerial 3,724	26	Markair 108,559
27	American Trans Air 213	27	Trump Shuttle 184,545	27	Southwest 2,786	27	Midwest Express 97,872
28	Air America 180	28	Markair 165,309	28	Conner 2,704	28	Sun Country 76,407
29	Florida Express 95	29	MGM Grand 79,171	29	Midway 2,175	29	Zantop 63,511
30	Pacific Interstate 57	30	Florida Express 44,610	30	Reeve 1,417	30	Aspen 59,818

* Carriers certificated under Section 401, Federal Aviation Act

EMPLOYMENT

U.S. Scheduled Airlines	1979	1988	1989
Pilots and Copilots	29,936	43,795	43,671
Other Flight Personnel	7,141	7,807	8,070
Flight Attendants	52,694	76,297	77,771
Mechanics	44,801	55,001	57,282
Aircraft and Traffic Service Personnel	97,953	211,795	225,166
Office Employees	71,374	40,611	42,717
All Other	36,797	45,247	52,051
Total Employment	340,696	480,553	506,728

PASSENGER YIELD

Revenue per Passenger Mile (¢)	1979	1988	1989
Domestic			
First Class	11.4	15.9	16.9
Coach	8.5	11.9	12.6
Total	9.0	12.3	13.0
International			
First Class	14.5	19.3	18.6
Coach	7.2	10.0	10.0
Total	7.7	10.4	10.4
Total	8.7	11.9	12.4

FREIGHT AND EXPRESS YIELD

Revenue per Freight & Express Ton Mile (¢)	1979*	1988	1989
Domestic	43.1	114.9	127.7
International	31.4	41.3	48.0
Total	38.2	78.4	86.6

*Does not include Federal Express

INCOME STATEMENT ($000)

U.S. Scheduled Airlines

	1988			1989		
	Domestic	International	Total	Domestic	International	Total
Operating Revenues:						
Passenger	40,524,790	9,770,896	50,295,686	43,087,150	10,645,543	53,732,693
Freight and Express	5,577,377	1,900,354	7,477,731	6,347,446	2,515,266	8,862,712
Mail	788,556	183,251	971,807	767,009	188,284	955,293
Charter	862,273	835,520	1,697,793	1,269,214	847,092	2,116,306
Public Service Revenue	3,373	0	3,373	3,193	0	3,193
Other	2,590,807	711,689	3,302,496	2,790,059	879,954	3,670,013
Total Operating Revenues	50,347,176	13,401,710	63,748,886	54,264,071	15,076,139	69,340,210
Operating Expenses:						
Flying Operations	13,237,117	3,230,335	16,467,452	14,734,855	3,992,281	18,727,136
Maintenance	5,692,709	1,331,687	7,024,396	6,215,374	1,776,506	7,991,880
Passenger Service	4,443,876	1,279,921	5,723,797	4,765,410	1,453,699	6,219,109
Aircraft & Traffic Servicing	9,548,503	2,192,878	11,741,381	10,542,809	2,764,758	13,307,567
Promotion and Sales	8,236,409	2,741,626	10,978,035	8,793,205	3,109,448	11,902,653
Administrative	2,795,429	706,855	3,502,284	3,226,620	818,337	4,044,957
Transport Related	966,692	302,287	1,268,979	1,013,154	361,571	1,374,725
Depreciation and Amortization	2,988,325	617,734	3,606,059	3,164,724	742,727	3,907,451
Total Operating Expenses	47,909,060	12,403,323	60,312,383	52,456,151	15,019,327	67,475,478
Operating Income or (Loss)	2,438,116	998,387	3,436,503	1,807,920	56,812	1,864,732
Other Income or (Expense)						
Interest Expense	(1,443,951)	(401,811)	(1,845,762)	(1,397,599)	(445,891)	(1,843,490)
Income Taxes	(1,135,319)	(223,073)	(1,358,392)	(986,725)	(186,714)	(1,173,439)
Other	1,098,103	355,147	1,453,250	982,680	359,465	1,342,145
Net Profit or (Loss)	956,949	728,650	1,685,599	406,276	(216,328)	189,948
Operating Profit Margin (%)	4.8	7.4	5.4	3.3	0.4	2.7
Net Profit Margin (%)	1.9	5.4	2.6	0.7	−1.4	0.3

BALANCE SHEET ($000)

U.S. Scheduled Airlines

	1988	1989
Assets		
Current Assets	14,603,422	15,067,614
Investments and special funds	2,618,631	3,083,019
Flight equipment owned	35,781,417	38,681,545
Ground equipment & property	10,281,820	11,834,946
Reserve for depreciation (Owned)	(17,463,918)	(19,023,806)
Leased equipment & property capitalized	6,684,583	7,070,089
Reserve for depreciation (Leased)	(2,059,952)	(2,462,621)
Other property	2,129,268	3,280,421
Deferred charges	3,515,306	4,528,195
Total assets	56,090,577	62,059,400
Liabilities		
Current liabilities	19,601,732	18,872,323
Long-term debt	10,172,859	11,456,865
Other non-current	6,721,308	9,891,094
Deferred credit	5,043,966	7,032,080
Stockholders' equity—net of Treasury Stock	14,550,712	14,807,038
Preferred stock	122,338	257,472
Common stock	308,631	309,567
Other paid-in capital	8,595,974	9,152,230
Retained earnings	5,602,158	5,404,395
Less: Treasury Stock	78,389	316,626
Total liabilities and stockholders' equity	56,090,577	62,059,400

U.S. SCHEDULED AIRLINES

Data for the following 71 carriers are included herein.

Majors
(Annual revenues of over $1 billion)

American
Continental
Delta
Eastern
Federal Express
Flying Tiger
Northwest
Pan American
Piedmont
Trans World
United
USAir

Nationals
(Annual revenues of $100 million to $1 billion)

Air Wisconsin
Alaska
Aloha
America West
American Trans Air
Braniff
Evergreen
Hawaiian
Horizon Air
Midway
Pacific Southwest
Southern Air
Southwest
Tower
Trump Shuttle
United Parcel Service
World
Zantop

Regionals

Aerial
Aeron
Air America
Air Transport Int'l
Amerijet
Arrow
Aspen
Buffalo
Casino Express
Challenge Air Cargo
Conner
Connie Kalitta
Emerald
Express One
Five Star
Florida Express
Florida West
Great American
Gulf Air Transport
Independent Air
International Air Service
InterState
Key
Markair
MGM Grand
Midwest Express
Millon
Northern Air
Orion
Pacific Interstate
Presidential
Reeve
Rich
Rosenbalm
Skyworld
Sun Country
Sunworld
Trans Air Link
Trans Continental
Trans International
West Air

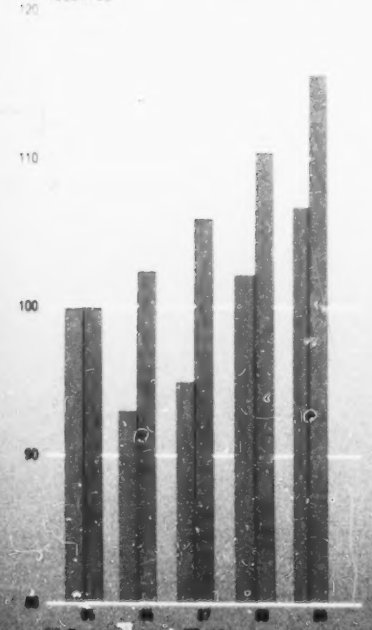
ATA AIRLINE STATISTICS—1989

	Number of Aircraft	Employees	Aircraft Departures	Passengers (000)	Revenue Passenger Miles (000)	Passenger Revenues ($000)	Cargo Revenues ($000)	Total Operating Revenues ($000)	Operating Profit/ (Loss) ($000)	Net Profit/ (Loss) ($000)
Alaska	55	5,041	100,269	4,963	4,021,835	695,025	56,979	794,075	57,836	42,323
Aloha	14	1,554	63,875	4,002	533,476	123,038	19,747	155,085	8,473	2,246
American	500	75,086	811,549	72,359	73,480,582	8,836,152	361,667	9,960,947	730,796	423,100
American Trans Air	18	1,822	1,124	213	429,573	216,310	–	279,103	18,043	4,363
Braniff	23	3,621	60,831	4,316	3,654,099	NA	NA	NA	NA	NA
Continental	313	31,725	482,829	34,957	38,771,729	4,334,429	203,301	4,944,226	156,217	3,059
Delta	407	61,025	836,469	68,200	59,348,135	8,048,222	407,514	8,648,315	676,550	473,174
DHL	20	NA	NA	NA	NA	NA	NA	NA	NA	NA
Eastern	191	15,468	182,204	14,517	11,592,456	1,358,558	49,091	1,551,678	(864,721)	(852,316)
Evergreen*	29	638	25,149	–	–	–	64,305	211,335	24,499	4,233
Federal Express	359	70,460	210,614	–	–	–	5,599,213	5,833,825	433,848	124,633
Hawaiian	29	2,808	77,956	5,277	2,808,565	260,259	19,002	348,268	(44,421)	(42,688)
Midway	61	4,685	83,579	4,681	3,485,191	441,574	8,770	463,043	(13,532)	(21,685)
Northwest	334	37,481	509,137	38,627	45,663,048	5,635,239	672,820	6,553,827	290,061	355,247
Pan American	158	27,769	171,436	17,174	29,359,723	3,016,711	259,420	3,611,853	(318,819)	(414,730)
Southwest	94	6,971	304,333	20,241	9,278,940	973,568	18,772	1,015,124	97,575	71,141
Trans World	213	32,577	321,055	25,150	35,046,235	3,835,929	233,190	4,507,348	24,378	(298,547)
Trump Shuttle	20	945	11,897	880	184,545	NA	NA	NA	NA	NA
United	429	65,099	620,582	54,919	69,591,003	8,457,745	521,260	9,641,888	456,855	358,088
United Parcel Service	108	2,101	61,320	–	–	–	–	650,378	32,927	41,458
USAir	441	34,807	744,603	44,495	25,132,053	3,979,540	103,321	4,204,661	(228,094)	(137,652)
Associate Members										
Air Canada	115	23,247	168,366	12,000	16,278,000	2,909,000	398,000	3,676,000	107,000	149,000
Canadian	93	16,877	144,757	9,450	14,732,000	1,988,113	209,781	2,667,817	(10,447)	(56,008)

*Includes non-scheduled service NA=Not Available

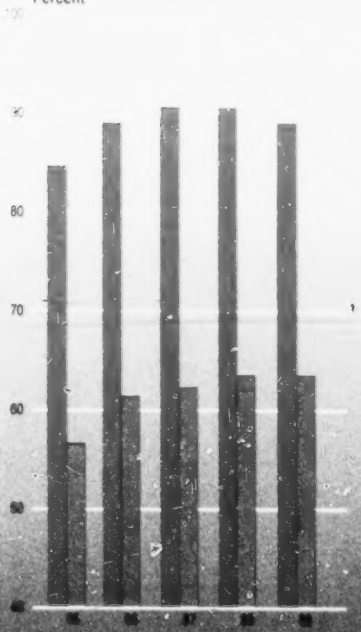
FARES vs CONSUMER PRICES

1965=100



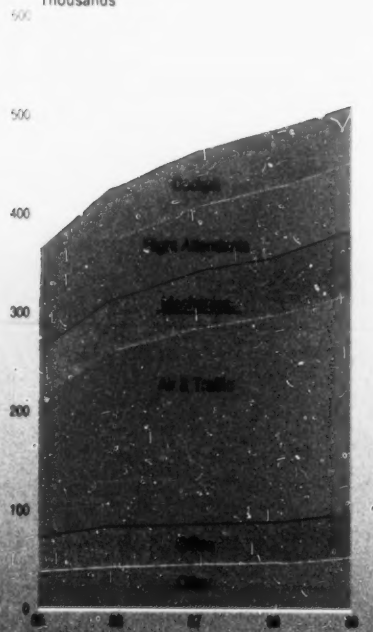
DISCOUNT TRAFFIC

Percent



EMPLOYEES

Thousands



EXPENSES

ATA BOARD OF DIRECTORS

Bruce R. Kennedy
Alaska Airlines

A. Maurice Myers
Aloha Airlines

Robert L. Crandall
American Airlines

George Mikelsons
American Trans Air

Francisco A. Lorenzo
Continental Airlines

Ronald W. Allen
Delta Air Lines

Patrick Foley
DHL Airways

Delford M. Smith
Evergreen Int'l Airlines

Frederick W. Smith
Federal Express

J. Thomas Talbot
Hawaiian Airlines

David R. Hinson
Midway Airlines

Fred Malek
Northwest Airlines

Thomas G. Plaskett
Pan American World Airways

Herbert D. Kelleher
Southwest Airlines

J. W. Hoar
Trans World Airlines

Bruce R. Nobles
Trump Shuttle

Stephen M. Wolf
United Airlines

Kent Nelson
United Parcel Service

Edwin I. Colodny
USAir

ATA MEMBER AIRLINES—1990

Alaska Airlines
P.O. Box 68900
Seattle-Tacoma Int'l Airport
Seattle, Washington 98168-0900
(206) 433-3200

Aloha Airlines
P.O. Box 30028
Honolulu, Hawaii 96820-0028
(808) 836-1111

American Airlines
P.O. Box 619616
DFW Airport, Texas 75261-9616
(817) 963-1234

American Trans Air
P.O. Box 51609
Indianapolis International Airport
Indianapolis, Indiana 46251-0609
(317) 247-4000

Continental Airlines
P.O. Box 4607
Houston, Texas 77210-4607
(713) 834-5000

Delta Air Lines
Hartsfield Atlanta International Airport
Atlanta, Georgia 30320-9998
(404) 765-2600

DHL Airways
333 Twin Dolphin Dr.
Redwood City, California 94065-1515
(415) 593-7474

Eastern Air Lines
Miami International Airport
Miami, Florida 33148-0001
(305) 873-2211

Evergreen International Airlines
3850 Three Mile Lane
McMinnville, Oregon 97128-9496
(503) 472-0011

Federal Express
Box 727
Memphis, Tennessee 38116
(901) 369-3600

Hawaiian Airlines
P.O. Box 30008
Honolulu International Airport
Honolulu, Hawaii 96820-0008
(808) 525-5511

Midway Airlines
5959 South Cicero Avenue
Chicago, Illinois 60638-3821
(312) 838-0001

Northwest Airlines
Minneapolis-St. Paul Int'l Airport
St. Paul, Minnesota 55111-3075
(612) 726-2111

Pan American World Airways
Pan Am Building
200 Park Avenue
New York, New York 10166-0001
(212) 880-1234

Southwest Airlines
Box 37611, Love Field
Dallas, Texas 75235-1625
(214) 902-1100

Trans World Airlines
100 South Bedford Road
Mt. Kisco, New York 10549
(914) 242-3000

Trump Shuttle
Bulova Corporate Center
75-20 Astoria Blvd.
Jackson Heights, New York 11370
(718) 397-6000

United Airlines
P.O. Box 66100
Chicago, Illinois 60666-0100
(708) 952-4000

United Parcel Service
51 Weaver St.
Greenwich, Connecticut 06830-3160
(203) 622-6000

USAir
2345 Crystal Drive
Crystal Park 4
Arlington, Virginia 22227
(703) 418-7000

Associate Members

Air Canada
Place Air Canada
Montreal, Canada H2Z 1X5
(514) 879-7000

Canadian Airlines International
Suite 2800, 700 2nd St., S.W.
Calgary, Alberta
Canada T2P 2W2
(403) 294-2000

ATA OFFICERS

Robert J. Aaronson
President

William W. Hoover
Executive Vice President,
Operations & Safety

Gabriel Phillips
Executive Vice President,
Administration and Industry
Programs

J. Roger Fleming
Senior Vice President,
Technical Services

James E. Landry
Senior Vice President &
General Counsel

Larry Barnett
Vice President,
Government Affairs

Walter S. Coleman
Vice President,
Operations

Donald C. Candish
Vice President,
International Affairs

Walter J. Ferrari
Regional Vice President

William M. Hawkins
Vice President,
Finance & Taxation

Stephen O. Hayes
Vice President,
Public Information

Richard F. Lally
Vice President,
Security

Edward A. Merlis
Vice President,
Policy & Planning

Nestor N. Pylypec
Vice President,
Industry Services

John R. Ryan
Vice President,
Air Traffic Management

Mary E. Downs
Assistant General Counsel
& Secretary

William E. Jackson
Assistant Vice President,
Public Information

David A. Swierenga
Assistant Vice President,
Airline Industry Data

Richard Brandenburg
Treasurer

DEFINITION OF TERMS

U.S. Scheduled Airlines. Carriers certificated by the Federal government under Section 401 of the Federal Aviation Act permitting the operation of large aircraft.

Revenue Passenger Mile. One fare-paying passenger transported one mile.

Available Seat Mile. One seat transported one mile.

Revenue Passengers Enplanements. The total number of revenue passengers boarding aircraft in scheduled service, including origination, stopover or connecting passengers.

Load Factor. The percentage of seating or freight capacity which is utilized.

Revenue Ton Mile. One ton of revenue traffic (passengers and cargo) transported one mile.

Available Ton Mile. One ton of capacity (passengers and cargo) transported one mile.

Air Cargo. Total volume of freight, mail and express traffic transported by air. Statistics include the following:

Freight and Express—Commodities of all kinds—includes small package counter services, express services and priority reserved freight.

U.S. Mail—All classes of mail transported for the U.S. Postal Service.

Net Profit Margin. Net profit after interest and after taxes as percent of operating revenues.

Operating Profit Margin. Operating profit (operating revenues minus operating expenses) as percent of operating revenues.

Air Transport Association of America
1709 New York Avenue, N.W.
Washington, D.C. 20006-5206
202/626-4175

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